

## Message Text

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ORIGIN NEA-12

INFO OCT-01 ADP-00 PM-07 CIAE-00 INR-10 NSAE-00 RSC-01 L-03

/034 R

DRAFTED BY DOD/ DSA: LALNE

6/15/73: EXTENSION 22647

APPROVED BY NEA/ ARP: FMDICKMAN

AF/ LGF: MAJOR MOORE

OPS-63: MR. SEITZ

----- 105222

P R 152353 Z JUN 73

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT PRIORITY

INFO SECDEF

CNO

CSAF

USCINCEUR

C O N F I D E N T I A L STATE 117796

E. O. 11652

TAGS: MASS, KU

SUBJECT: FMS OF AIR DEFENSE RADAR TO KUWAIT ( U )

REFERENCE: ( A ) KUWAIT 1991; ( B ) KUWAIT 2040

1. APRIL- MAY DOD TEAM PRESENTED BOTH THE TPS-32 AND THE TPS-43 AS SUITABLE TO MEET GOK REQUIREMENTS. GOK SELECTED TPS-32 AND A LETTER OF OFFER WAS PROVIDED ACCORDINGLY. THAT TEAM ORIGINALLY PROPOSED THE TPS-32 RADAR. IN REVIEW OF THIS MATTER WITH DEPARTMENTS OF ARMY AND AIR FORCE, DOD IS RELUCTANT TO SEND NEW TECHNICAL TEAM TO KUWAIT. IF KUWAITIS CONFUSED BY RELATIVELY SIMPLE SITUATION OF TWO US RADARS IN COMPETITION WITH BRITISH AND FRENCH SYSTEMS, THEY MAY EXPECT MUCH GREATER CONFUSION THROUGHOUT LONG AND COM- PLEX PROCESS OF MODERNIZATION IN WHICH THEY ARE NOW EN- GAGED. THEY MUST EXPECT AFTER A DECISION IS MADE THAT COMPETITORS WILL TEND TO REOPEN QUESTION.

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2. KUWAITIS SHOULD ALSO UNDERSTAND THAT RADAR PERFORMANCE IS NOT INCREASED BY USING SUCH WORDS AS " GUARANTEE." USG AND US FIRMS DO NOT USE SUCH WORDS. ALL NATIONS HAVE EQUAL ACCESS TO THE RADAR ELECTROMAGNETIC SPECTRUM AND RADAR PERFORMANCE IS QUITE EASILY AFFIRMED BY CITING QUANTITATIVE MEASURES OF PERFORMANCE. IT APPEARS IN THIS CASE THAT BOTH

US ENTRIES ARE SUPERIOR TO EUROPEAN COMPETITORS BUT THIS SUPERIORITY SHOULD BE GAUGED BY KUWAITIS THEMSELVES ON BASIS OF SPECIFICATIONS OF DIFFERENT RADAR.

3. THERE IS A NEW ELEMENT IN TPS-43 OPTION - AN ELEMENT NOT KNOWN AT THE TIME OF THE APRIL- MAY PRESENTATION. WESTINGHOUSE IS ABLE NOW TO DELIVER ONE GPS 11 SYSTEM IMMEDIATELY. PRODUCTION FOR ANOTHER CUSTOMER HAS BEEN COMPLETED AHEAD OF PROMISED DELIVERY AND AHEAD OF NEED SO THAT IF THE GOK ELECTS RATHER QUICKLY ( I. E., WITHIN ABOUT 30 DAYS) TO BUY THIS SYSTEM, WESTINGHOUSE WILL HAVE SUFFICIENT LEADTIME TO PRODUCE A DUPLICATE SYSTEM FOR DELIVERY TO ORIGINAL CUSTOMER.

4. FOLLOWING ARE ANSWERS TO QUESTIONS RAISED IN REF ( A) USING YOUR PARAGRAPH NOS: PARA 2 - USAF GENERALLY CONFIRMS SITUATION HEREIN DESCRIBED AND WILL CONFIRM POSITIVELY BY 18 JUNE. PARA 3 A - THE 20 JUNE DEADLINE IS DESIRABLE BUT WESTINGHOUSE AGREES THAT ITS OWN CONTRACT GO- AHEAD FROM USAF MUST NOT BE LATER THAN 15 JULY. WITH A BEST EFFORT, THIS BACKS UP TO A DATE EARLY IN JULY FOR THE KUWAITI DECISION IF THE USAF IS TO TRANSLATE THAT DECISION INTO AN PMSCONTRACT IN TIME. PARA 3 B - THERE IS NO RELATIVE COST IMPACT. PROBLEM IS TO GIVE WESTINGHOUSE A GO- AHEAD ON A DUPLICATE UNIT FOR OTHER CUSTOMER IN TIME TO MEET OTHER CUSTOMERS' REQUIREMENTS. GOK DOES NOT HAVE OPTION OF DELAYING ITS DECISION ON THE TPS-43 BY PAYING SOME COST PENALTY. PARA 3 C - NO. WESTINGHOUSE CANNOT DELIVER IF ITS DEADLINE IS NOT MET. PARA 3 D - WE BELIEVE CONTRACTOR CAN PROVIDE LOGISTICS AND PERSONNEL SUPPORT FOR THE ENTIRE SYSTEM OR FOR THE 30 OF THE SYSTEM THAT IS PECULIAR. THE SYSTEM HAS ABOUT 70 COMMONALITY WITH USAF INVENTORY AND IS SUPPORTABLE BY USAF TO THAT EXTENT. CONFIDENTIAL

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PARA 3 E - IS ANSWERED ABOVE.

(5) WE ARE PREPARING LETTERS OF OFFER FOR THE TPS-43 AND GPS-11. WE WILL FIND A WAY TO HAVE IT DELIVERED TO YOU AS EARLY IN WEEK OF 18 JUNE AS POSSIBLE.

6. OSD HAS PARTICIPATED IN PREPARATION THIS MESSAGE. ROGERS

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* CONFIDENTIAL

## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** collinp0  
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**Disposition Comment:** 25 YEAR REVIEW  
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**Subject:** FMS OF AIR DEFENSE RADAR TO KUWAIT ( U)  
**TAGS:** MASS, KU  
**To:** KUWAIT INFO CNO  
CSAF  
DOD  
USCINCEUR  
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